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ADA American Dental Association

211 East Chicago Avenue
Chicago, Illinois 60611

The Bureau of Economic and Behavioral Research

The 1988 Survey of Dental Practice

Sources of Payment for Dental Services

TABLE OF CONTENTS

SOURCES OF PAYMENT FOR DENTAL SERVICES
FOR THE YEAR 1987

	PAGE
HIGHLIGHTS	1
INTRODUCTION	3
INDEPENDENT DENTISTS	
ALL UNITED STATES	4
NEW ENGLAND	6
MIDDLE ATLANTIC	8
SOUTH ATLANTIC	10
EAST SOUTH CENTRAL	12
EAST NORTH CENTRAL	14
WEST SOUTH CENTRAL	16
WEST NORTH CENTRAL	18
MOUNTAIN	20
PACIFIC	22
METHODOLOGY	24
DEFINITIONS	26
APPENDIX: THE 1988 SURVEY OF DENTAL PRACTICE QUESTIONNAIRE	28

HIGHLIGHTS

* Please note that statistics are reported for independent dentists for the United States as a whole and for each of the nine U.S. census regions. Gross income figures are reported for the entire primary practice in which the responding dentist worked (1987), as are the gross receipts.

* Among all independent dentists nationally, direct patient payment for dental services accounted for 48.7% of the gross income of private practitioners. This compares to 46.1% paid by private insurance and 4.4% by government programs.

* For independent general practitioners, 45.4% of gross income was paid by patients directly, 49.1% by private insurance and 4.6% by government programs. In comparison, 58.7% of the gross income of independent specialists was paid directly by patients, 36.9% was paid by private insurance and 3.9% by government programs.

* Among all independent dentists, 2.5% reported no contribution to gross income from private insurance. Only 1.1% of independent general practitioners and 8.4% of independent specialists reported no income from private insurance.

* Over half of all independent dentists reported no payments from government programs. This figure represents the 54.3% of independent general practitioners and 57.5% of independent specialists who reported no income from government programs.

* Across geographical regions, the percentage of independent dentists' gross income paid by private insurance ranged from a low of 38.7% in the West North Central region to a high of 54.1% in the Pacific region.

* The percentage of gross income from government programs ranged from 2.3% in the West South Central region to 9.2% in the West North Central region.

* The percentage of dentists with no private insurance payments ranged from zero in the East South Central region to 5.7% in the Middle Atlantic region.

* The percentage of dentists with no payments from government programs ranged from 29.4% in the West North Central region to 67.0% in the Middle Atlantic region.

INTRODUCTION

This report provides descriptive statistics from the 1988 Survey of Dental Practice regarding sources of payment for dental services for independent private practitioners. Statistics are reported for the nation as a whole and for each of the nine census regions. Percentages of gross income received from the following sources are reported: direct patient payment, payment from government programs (Medicare, Medicaid, or other public insurance), direct payment from private insurance carriers, and other sources (capitation or pre-paid, worker's compensation, trust fund, charity or not-for-profit, etc.). Detailed tables present figures for general practitioners and specialists separately, as well as weighted figures for all dentists.

The mean gross income used in this report represents gross income for the entire practice. No attempt was made to adjust this figure on a "per dentist" basis. The regions in which income is higher may contain a higher percentage of multiple dentist practices.

ALL UNITED STATES

On average, direct patient payment accounted for 48.7% of the gross income of private practitioners. Private dental insurance accounted for 46.1% of gross income, while government programs contributed only 4.4%.

Independent specialists received more of their gross income from direct patient payment than did general practitioners (58.7% versus 45.4%, respectively). General practitioners received a larger portion of their gross income from private insurance than did specialists (49.1% and 36.9%, respectively). The mean gross income for all independent private practitioners was $276,160. Independent specialists' gross income exceeded that of general practitioners by 54.7%.

Of all independent private practitioners, only 2.5% received no payment from private dental insurance. An average of 8.4% of independent specialists received no payment from dental insurance, while only 1.1% of general practitioners reported no payment from this source. Over half (54.9%) of all independent private practitioners received no payment from government programs. This figure was similar for both independent general practitioners and specialists.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
UNITED STATES

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$238620	915	$396260	286	$276160	1201
DIRECT PATIENT PAYMENT	45.43	992	58.66	322	48.68	1314
PRIVATE DENTAL INSURANCE	49.12	992	36.91	322	46.13	1314
GOVERNMENT PROGRAMS	4.55	992	3.85	322	4.38	1314
BY OTHER MEANS	0.90	992	0.58	322	0.82	1314

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.1	11	8.4	27	- 2.5	37
GOVERNMENT PROGRAMS	54.3	539	57.5	185	54.9	724

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

NEW ENGLAND

The overall gross income for independent private practitioners in New England was $295,987, which was 7.2% higher than the national average. The average salary of general practitioners exceeded the national mean. The national mean exceeded the New England average by 6.1% for specialists.

New England specialists received proportionately more of their income from private insurance and proportionately less from direct patient payment than was suggested by the national averages. General practitioners in New England received proportionately the same amount of income from these sources as did general practitioners nationally. New England dentists received a lower percentage of their income from government sources than did dentists across the United States (3.8% versus 4.4%).

MAINE
NEW HAMPSHIRE
VERMONT
MASSACHUSETTS
CONNECTICUT
RHODE ISLAND

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
NEW ENGLAND

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$266592	66	$373588	25	$295987	91
DIRECT PATIENT PAYMENT	45.43	67	55.77	31	48.70	98
PRIVATE DENTAL INSURANCE	49.48	67	41.19	31	46.86	98
GOVERNMENT PROGRAMS	4.30	67	2.84	31	3.84	98
BY OTHER MEANS	0.79	67	0.19	31	0.60	98

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.0	0	6.5	2	1.7	2
GOVERNMENT PROGRAMS	43.3	29	51.6	16	45.4	45

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MIDDLE ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic was $268,024, which was less than 1% below the national average.

In a few cases, the percentages of income received as direct patient payment or private dental insurance payment varied from the national trends. Compared to dentists across the nation, dentists in the Middle Atlantic region received higher percentages of their income from direct patient payment (51.4% versus 48.7%), and less from both private insurance and government programs.

Dentists in the Middle Atlantic region received only 3.3% of their gross income from government programs. While 45.1% of the dentists in the U.S. received at least some income from government sources, only 33.0% of the dentists in the Middle Atlantic region did.

NEW JERSEY
NEW YORK
PENNSYLVANIA

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
MIDDLE ATLANTIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$251510	129	$321280	40	$268024	169
DIRECT PATIENT PAYMENT	48.14	152	61.65	49	51.43	201
PRIVATE DENTAL INSURANCE	47.37	152	34.90	49	44.33	201
GOVERNMENT PROGRAMS	3.51	152	2.76	49	3.32	201
BY OTHER MEANS	0.99	152	0.69	49	0.92	201

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	2.6	4	18.4	9	5.7	13
GOVERNMENT PROGRAMS	66.4	101	69.4	34	67.0	135

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SOUTH ATLANTIC

The overall gross income for independent private practitioners in the South Atlantic was $297,627, 7.8% more than the national average.

When compared to national averages, a higher percentage of gross income in the South Atlantic region was received from direct patient payment (53.9% versus 48.7%), while a lower percentage was received from private dental insurance (41.2% versus 46.1%).

A higher percentage of South Atlantic dentists received no payments from dental insurance than did dentists across the nation (4.6% and 2.5%, respectively). Similarly, a lower percentage of the South Atlantic dentists received payments from government programs than did dentists across the nation (37.9% versus 45.1%, respectively).

DELAWARE
MARYLAND
DISTRICT OF COLUMBIA
FLORIDA
GEORGIA
NORTH CAROLINA
SOUTH CAROLINA
VIRGINIA
WEST VIRGINIA

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
SOUTH ATLANTIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$244998	126	$430251	50	$297627	176
DIRECT PATIENT PAYMENT	49.72	130	63.61	56	53.90	186
PRIVATE DENTAL INSURANCE	45.68	130	30.80	56	41.23	186
GOVERNMENT PROGRAMS	3.64	130	5.36	56	4.16	186
BY OTHER MEANS	0.96	130	0.14	56	0.72	186

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

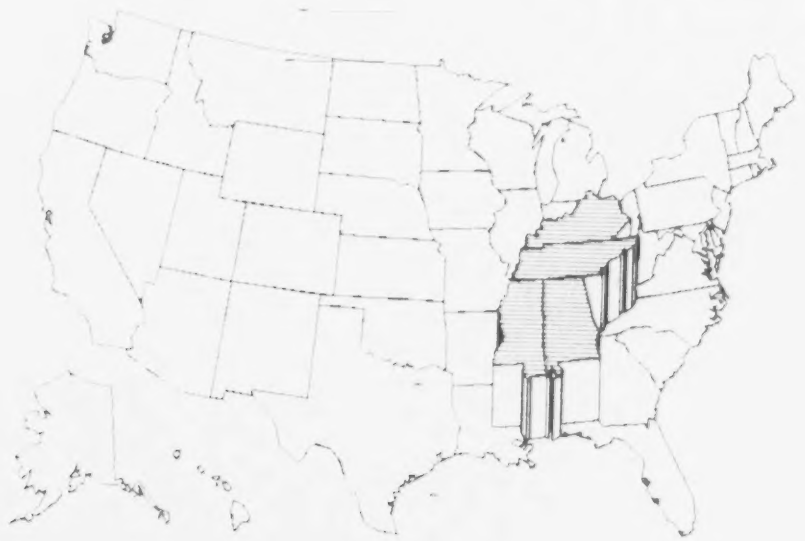
	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.5	2	14.3	8	4.6	10
GOVERNMENT PROGRAMS	63.1	44	58.9	33	62.1	77

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EAST SOUTH CENTRAL

Mean gross income for the East South Central region was reported at $225,840, 18.2% lower than the national average. Independent general practitioners' income was 19.2% lower, while specialists' income was 16.5% lower.

The percentages of gross income received from direct patient payment, private dental insurance and government programs varied from the national averages in a few cases. East South Central dentists received a greater percentage of their gross income from government programs than did dentists nationwide. Almost one-tenth (8.8%) of their income was derived from government sources, whereas the national figure was 4.4%. Similarly, a larger percentage of the dentists in the East South Central region received government payments (67.3%) than did in the United States as a whole (45.1%).



ALABAMA
KENTUCKY
MISSISSIPPI
TENNESSEE

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$192709	38	$330755	12	$225840	50
DIRECT PATIENT PAYMENT	47.00	43	50.50	12	47.76	55
PRIVATE DENTAL INSURANCE	42.44	43	43.42	12	42.65	55
GOVERNMENT PROGRAMS	9.56	43	6.08	12	8.80	55
BY OTHER MEANS	1.00	43	0.00	12	0.78	55

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.0	0	0.0	0	0.0	0
GOVERNMENT PROGRAMS	32.6	14	33.3	4	32.7	18

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

EAST NORTH CENTRAL

The mean gross income for independent private practitioners in the East North Central region was $270,480, which was 2.1% below the national mean. Specialists' income was 17.0% higher than the national average.

The percentage of payment received from private dental insurance was higher than the national average. Direct patient payment accounted for a smaller percentage of the total receipts in the East North Central region than nationally (44.9% versus 48.7%). Government program contribution to gross receipts did not vary substantially from the national average.

The overall averages for East North Central independent dentists who report no income from private dental insurance or government programs were similar to the national figures.

ILLINOIS
INDIANA
MICHIGAN
OHIO
WISCONSIN

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST NORTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$233948	201	$463715	38	$270480	239
DIRECT PATIENT PAYMENT	42.53	214	56.34	44	44.89	258
PRIVATE DENTAL INSURANCE	53.22	214	37.18	44	50.48	258
GOVERNMENT PROGRAMS	4.01	214	5.68	44	4.30	258
BY OTHER MEANS	0.23	214	0.80	44	0.33	258

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.9	2	6.8	3	1.7	5
GOVERNMENT PROGRAMS	57.5	123	59.1	26	57.7	149

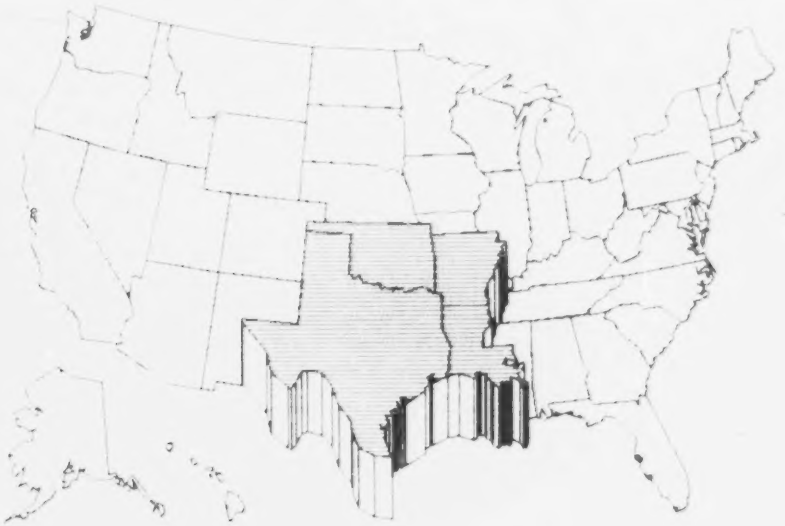
SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

WEST SOUTH CENTRAL

The mean overall gross income in the West South Central region was reported at $248,077, which is 10.2% lower than the national average.

Dentists in this region received more of their gross income from direct patient payment when compared to national figures (57.3% versus 48.7%). A smaller percentage of gross income was paid by private insurance in this region (39.7% versus 46.1%). A higher percentage of dentists (3.1% versus 2.5%) reported that they received no income from private dental insurance.

Most West South Central dentists (62.5% compared to 54.9% nationally) received no payment from government programs.



ARKANSAS
LOUISIANA
OKLAHOMA
TEXAS

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPDENDENT DENTISTS
WEST CENTRAL SOUTH

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$216531	71	$331032	27	$248077	98
DIRECT PATIENT PAYMENT	55.79	81	61.53	30	57.34	111
PRIVATE DENTAL INSURANCE	40.86	81	36.63	30	39.72	111
GOVERNMENT PROGRAMS	2.49	81	1.80	30	2.31	111
BY OTHER MEANS	0.86	81	0.03	30	0.64	111

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.2	1	10.0	3	3.1	4
GOVERNMENT PROGRAMS	60.5	49	70.0	21	62.5	70

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

WEST NORTH CENTRAL

Independent private practitioners in this region reported a mean gross income of $276,082, which is very close to the national average. Independent general practitioners' gross income was lower than the national average, while independent specialists' average gross income was higher.

Dentists in the West North Central region received more income from direct patient payment (51.6%) and government programs (9.2%) and less from private insurance (38.7%) than did dentists across the entire United States. Furthermore, proportionately more dentists in this region received government payments than did dentists nationally (70.6% versus 45.1%). This difference was most striking among specialists; 76.2% of West North Central specialists received at least some of their income from government programs, compared to the national figure of 42.5%.

IOWA
KANSAS
MINNESOTA
MISSOURI
NORTH DAKOTA
SOUTH DAKOTA
NEBRASKA

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST NORTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$189970	75	$616000	19	$276082	94
DIRECT PATIENT PAYMENT	49.44	82	60.10	21	51.61	103
PRIVATE DENTAL INSURANCE	39.90	82	34.00	21	38.70	103
GOVERNMENT PROGRAMS	10.04	82	5.90	21	9.19	103
BY OTHER MEANS	0.61	82	0.00	21	0.49	103

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	3.7	3	4.8	1	0.8	4
GOVERNMENT PROGRAMS	30.5	25	23.8	5	29.4	30

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

MOUNTAIN

Independent private practitioners in the Mountain region reported a mean gross income of $271,541, which was 1.7% below the national average.

The Mountain region did not vary much from the national averages in terms of percentages of income received from direct patient payment, private dental insurance, and government programs.

When compared to the nation as a whole, slightly more independent dentists in the Mountain region received payment from government programs; 52.6% reported that they received no payment from government programs (compared to 54.9% nationally).

ARIZONA
COLORADO
IDAHO
MONTANA
NEVADA
NEW MEXICO
UTAH
WYOMING

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
MOUNTAIN

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$236060	57	$349326	26	$271541	83
DIRECT PATIENT PAYMENT	43.47	58	55.58	26	47.21	84
PRIVATE DENTAL INSURANCE	50.40	58	40.50	26	47.33	84
GOVERNMENT PROGRAMS	4.12	58	2.65	26	3.67	84
BY OTHER MEANS	2.02	58	1.27	26	1.79	84

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	1.7	1	3.8	1	2.3	2
GOVERNMENT PROGRAMS	48.3	28	65.4	17	52.6	45

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

PACIFIC

The mean gross income for the Pacific region was $286,200. This is approximately 3.6% higher than the national figure.

This region had the highest percentage of gross income received from private dental insurance, 54.1%. Pacific independent general practitioners received 57.8% of their gross income from private dental insurance. This was considerably higher than the national independent general practitioner average of 49.1%. Pacific specialists received 41.2% of their income from insurance (compared to 36.9% nationally).

All but 0.9% of the dentists in this region reported receiving some payment from private dental insurance. When compared to the national average, more Pacific region dentists reported receiving payment from government programs, with 52.6% reporting no payment from government programs. The national average for receiving no government payments was 54.9%, while 52.6% of the Pacific dentists reported no payments from government sources.

ALASKA
CALIFORNIA
HAWAII
OREGON
WASHINGTON

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
PACIFIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
MEAN GROSS INCOME	$265906	148	$354462	44	$286200	192
DIRECT PATIENT PAYMENT	36.51	162	54.79	47	40.62	209
PRIVATE DENTAL INSURANCE	57.83	162	41.15	47	54.08	209
GOVERNMENT PROGRAMS	4.24	162	2.68	47	3.89	209
BY OTHER MEANS	1.43	162	1.40	47	1.42	209

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER
PRIVATE DENTAL INSURANCE	0.6	0	2.1	1	0.9	2
GOVERNMENT PROGRAMS	52.5	85	53.2	25	52.6	110

SOURCE: AMERICAN DENTAL ASSOCIATION, 1988 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1988 Survey of Dental Practice (SDP) was an updated version of the long-form 1985 SDP. This survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

Sampling

The population consisted of 133,823 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the Bureau of Economic and Behavioral Research of the American Dental Association. Although the 1982 distribution was the most recent complete census at the time the sample was drawn, the sampling frame is updated periodically by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice (general practitioner or specialist). Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, there may not have been enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1988 SDP was initially mailed in April 1988. Two follow-up mailings to non-respondents occurred in May and June 1988. A telephone follow-up to non-respondents was conducted in July and August 1988. Coding, hand-editing, and computer processing were completed in October 1988. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 43.1%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. This correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The proportion of general practitioners in the population is 80%, specialists, 20%. The percentage of general practitioners in the sample is 74.9%, of specialists, 25.1%.

The weights were computed as follows:

General Practitioner	.80/.749 = 1.068731
Specialist	.20/.251 = 0.795392

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or "all" independent dentists). The weights were also used when percentages of dentists in various categories were computed. In these cases, the totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1987.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice, rather than owning or sharing in the ownership of a practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and business personnel. Dentists employed by the practice are **NOT** included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: An independent dentist owns—or shares in the ownership of a dental practice. This ownership status includes sole proprietors, partners, and those who are shareholders in an incorporated practice.

Mean: The mean is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists responding to the question.

Mean Per Year: The mean per year is the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): A nonowner dentist may be employed in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis. A nonowner dentist may be an independent contractor, but he may not be a shareholder in an incorporated practice.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated was equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: A solo dentist is the sole owner of the practice and is the only dentist working in the practice. The dentist may be either a sole proprietor or the sole shareholder in an incorporated practice. Solo dentists are a subset of independent dentists.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits that were treated (i.e., excluding no-shows).

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for all dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

1988 Survey of Dental Practice

Please answer all questions by **circling** the number corresponding to the most appropriate response except where a fill in the blank is requested.

1 Which of the following best describes your **primary and/or secondary occupation(s)** during 1987? (Please circle one response for **each** column.)

		Primary Occupation	Secondary Occupation
a	Private practice (full- or part-time)	00	00
b	Dental school faculty/staff member	01	01
c	Armed Forces	02	02
d	Other federal services (e.g., VA, PHS)	03	03
e	State or local government employed	04	04
f	Hospital staff dentist	05	05
g	Intern/resident	06	06
h	Other student	07	07
i	Other health/dental organization staff member (e.g., NIDR)	08	08
j	Not in practice	09	09
k	Retired	10	10
l	Occupation unrelated to dentistry	11	11
m	**No secondary occupation**	—	12

Please complete the remainder of this questionnaire if you were in **private practice** during any part of 1987.
If you were **not involved** in the **private practice** of dentistry during **any part** of 1987, please return the questionnaire. Thank you.

Individual Dentist Questions

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **primary practice** during 1987), please give information on the practice in which you treated patients for the greatest number of months.

2a Were you **announcing yourself and practicing** as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics) in your **primary practice** in 1987?

Yes 1
No (Skip to question 3.) 2

b Which **one** of the following specialties are you actively practicing?

Oral and maxillofacial surgery 10
Endodontics 15
Orthodontics 20
Pediatric dentistry 30
Periodontics 40
Prosthodontics 50
Oral pathology 60
Public health 82

3 In what year did you **first** become associated with the **primary practice** where you practiced during 1987? 19 ____

4 Which **one** of the following **best** describes your employment status when you **first** became associated with that practice?

a Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
b Partner in a complete or limited partnership 2
c Shareholder in an incorporated dental practice 3
d Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder 4
e Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis 5
f Independent contractor 6
g Other, please specify ____

5 Which **one** of the following **best** describes your employment status in that practice during 1987?

a Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
b Partner in a complete or limited partnership 2
c Shareholder in an incorporated dental practice 3
d Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder 4
e Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis 5
f Independent contractor 6
g Other, please specify ____

6 Please answer the following about the time **you personally** spent in your primary practice during 1987.

a Total number of weeks worked (excluding vacation) ____ weeks

b Total number of **hours per week** spent in the practice ____ hours per week

c Number of hours per week spent **treating patients** in the practice ____ hours per week

d Estimate the average scheduled length of an appointment in 1987 ____ minutes

e During a typical week, what percentage of your **time treating patients** in the **primary practice** was devoted to each of the following procedures? (If none, enter zero.)

	Percentage of Time Per Week
Diagnostic (exams, x-rays, etc.)	____ %
Preventive (fluoride treatments, prophylaxis, patient education, pit and fissure sealants, etc.)	____ %
Operative (restoration, amalgams, inlays, etc.)	____ %
Prosthodontic	____ %
Endodontic	____ %
Periodontic	____ %
Orthodontic	____ %
Oral and maxillofacial surgery	____ %
General services (anesthesia, patient management, counseling, miscellaneous)	____ %
Total	**100%**

7 The following represent possible contractual agreements with third parties. Indicate if **any** apply to you in your practice by estimating the percentage of patients involved in each. Enter a zero if the category does not apply.

	Percentage of Patients
a. Service benefit plan participating agreement (e.g., Delta Dental Plan or Blue Cross and Blue Shield with participating agreement)	____ %
b. Capitation (e.g., Prudential DMO, Safeguard Health Plans, CIGNA Dental Health)	____ %
c. Fee schedule agreement (e.g., agreement with any insurance company that is contracting with Insurance Dentists of America)	____ %
d. Straight risk pool (e.g., Individual Practice Association Program)	____ %
e. Capitation-risk pool combination (e.g., Delta Dental Pacesetter Program)	____ %
f. Discount of usual fees agreement (e.g., Aetna Fast Track Program)	____ %
g. Other contractural agreement	____ %

8 During the entire year of 1987, indicate the **total** number of **patients you treated** in the **primary practice.** (This number should be different than the total number of appointments below.)

____ total patients

9 Please indicate the following regarding patient care that **you personally** provided in the **primary practice** during 1987.

The average number of:

a. **Appointments scheduled** per week (**excluding** those with hygienist appointments only)

____ appointments per week

b. **Walk-in visits** per week that **you** treated (i.e., non-emergency and no appointment scheduled) (If none, enter zero.)

____ visits per week

c. **Emergency visits** per week that **you** treated (i.e., no appointments scheduled) (If none, enter zero.)

____ visits per week

d. **Scheduled visits** per week that **you actually** treated (**excluding** those with hygienist appointments only)

____ visits per week

10 During a typical week, approximately what percentage of your time treating patients in your **primary practice** was devoted to implant services? (If none, enter zero.)

____ %

11 Which **one** of the following best describes **you** in your **primary practice** during 1987?

	Busyness
a. Too busy to treat all people requesting appointments	1
b. Provided care to all who requested appointments but was overworked	2
c. Provided care to all who requested appointments and was not overworked	3
d. Not busy enough, could have treated more patients	4

Entire Primary Practice Characteristics

12 What was the zip code of your **primary practice** during 1987?

____ zip code

13 **Including yourself,** please indicate the number of full- or part-time **dentist positions** in the **entire primary practice** during 1987. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **owner** dentists (i.e., sole propietor, partners, or shareholders)	____
b. Number of **non-owner** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero.	____

14 **Including yourself,** please indicate the number of full- and part-time **dentist positions** in each of the following practice areas in the **primary practice** during 1987.

	Number of Dentist Positions	
	full-time	part-time
a. General practice	____	____
b. Oral and maxillofacial surgery	____	____
c. Endodontics	____	____
d. Orthodontics	____	____
e. Pediatric dentistry	____	____
f. Periodontics	____	____
g. Prosthodontics	____	____
h. Oral pathology	____	____
i. Public health	____	____
j. Other, please specify ____	____	____

15 Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **employee positions** in the **primary practice** during 1987. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)	____	____
b. Chairside assistant(s)	____	____
c. Secretary/receptionist(s)*	____	____
d. Dental laboratory technician(s)	____	____
e. Bookkeeper, business personnel	____	____
f. Other, please specify ____	____	____

***Note:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

16 For the **entire primary practice,** indicate the number of chairside assistants (full- and part-time) employed in 1987 who received formal training in a structured program.

a. Full-time ____
b. Part-time ____

17 Please provide the following regarding all dental hygienist(s) appointments and visits in the **entire primary practice** during 1987. (If no hygienists were employed, skip to question 19.)

The average number of:	Dental Hygienist(s)
a. **Appointments scheduled** per week primarily for hygienist(s) treatment	____ appointments per week
b. **Scheduled visits** per week that were actually treated by all hygienist(s)	____ visits per week

18 Please provide the following for **each dental hygienist** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Annual Salary/ Commission (in dollars) per year	Weeks Worked per Year weeks	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Dental Hygienist(s):								
Position #1	☐	$						
Position #2	☐	$						
Position #3	☐	$						
Position #4	☐	$						

19 Please provide the following for **each employee** in the **entire primary practice** during 1987. If the practice did not employ someone in these positions, please check the appropriate box.

	Not Applicable (Please check box.)	Weekly Salary (in dollars) per week	Hours Worked per Week hours	Length of Experience Prior to Employment in this Practice years	Length of Experience Prior to Employment in this Practice months	Length of Employment in this Practice years	Length of Employment in this Practice months
Chairside Assistant(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Position #4	☐	$					
Position #5	☐	$					
Secretary/Receptionist(s):							
Position #1	☐	$					
Position #2	☐	$					
Position #3	☐	$					
Dental Laboratory Technician(s):							
Position #1	☐	$					
Position #2	☐	$					
Bookkeeping/Business Personnel:							
Position #1	☐	$					
Position #2	☐	$					

Please use the following space to provide information for **all personnel not included above in questions 18 and 19.**

_____	$					
_____	$					
_____	$					
_____	$					
	per week	hours	years	months	years	months

20 For the **entire primary practice** in 1987, please indicate the following regarding the employment of auxiliary staff. (If none, enter zero.)

	Dental Hygienists	Chairside Assistants
a Number of open positions		
filled in 1987	_____	_____
unfilled in 1987	_____	_____
b Average number of weeks position(s) was open	_____	_____

21 What is the estimated starting salary in your **primary practice** for the following auxiliary positions with no prior experience?

	Starting Salary
a Dental hygienist	$_____/hour
b Chairside assistant	$_____/hour

22 In the **primary practice** during 1987, indicate whether or not and to whom the following benefits were offered. (If the practice did not offer the benefit, please check the appropriate box.)

	Not Offered	Dental Hygienist(s)	Chairside Assistant(s)	Dental Laboratory Technician(s)	Secretary/ Receptionist(s)
a Medical insurance	☐	1	2	3	4
b Dental insurance (or reduced costs)	☐	1	2	3	4
c Separate malpractice insurance	☐	1	2	3	4
d Life insurance	☐	1	2	3	4
e Profit sharing	☐	1	2	3	4
f Pension plan	☐	1	2	3	4
g Paid sick leave	☐	1	2	3	4
h Paid vacation days	☐	1	2	3	4
i Reimbursement for professional organization dues	☐	1	2	3	4
j Reimbursement for continuing education courses	☐	1	2	3	4
k Incentive program					
percent of total production	☐	1	2	3	4
percent of production above certain limits	☐	1	2	3	4
set bonus if budgeted goals are met	☐	1	2	3	4
l Other, please specify _____					

23 Which of the following personnel in your **primary practice** use gloves, mask, protective eyewear or gowns when working with all or selected patients?

	Gloves			Mask			Protective Eyewear			Protective Gowns		
	all	some patients	none	all	some patients	none	all	some patients	none	all	some patients	none
a Dentist (self)	1	2	3	1	2	3	1	2	3	1	2	3
b Dental hygienist(s)	1	2	3	1	2	3	1	2	3	1	2	3
c Chairside assistant(s)	1	2	3	1	2	3	1	2	3	1	2	3
d Other, please specify _____	1	2	3	1	2	3	1	2	3	1	2	3

24 Approximately how long have **you personally** used the following barrier techniques?

	Number of Years	Number of Months	Do not use (Check box.)
a Gloves	_____	_____	☐
b Mask	_____	_____	☐
c Protective eyewear	_____	_____	☐
d Protective gowns	_____	_____	☐

25 If **you** wear gloves, do you change them after every patient?

Yes	1
No	2
Not applicable	3

26a. Did the **primary practice** utilize computer processing services during 1987?

Yes	1
No (Skip to question 27.)	2

b. Were these computer services provided by an:

In-house computer?	1
Outside computer service? (Skip to question 26d.)	2
Other, please specify _____	

c. Who was the primary user of the computer system?

Dentist(s)	1
Secretary/receptionist(s)	2
Bookkeeping/business personnel	3
Other, please specify _____	

d. For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing	1
Maintaining expense records	2
Processing insurance forms	3
Maintaining treatment records	4
Diagnosis and monitoring of treatment	5
Scheduling patients	6
Office newsletters	7
Form letters	8
Other, please specify _____	

e. Which of the following was most important in your choice of a computer?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify _____	

f. How were you introduced to your computer?

Advertisement	1
Trade show	2
Mailing	3
Telephone call	4
Other, please specify _____	

g. If given the opportunity, would you purchase the same computer system again?

Yes	1
No	2

h. Is your computer:

Single user?	1
Multi user?	2

i. If given the opportunity to purchase another computer system, which of the following would be most important to you?

Price	1
Service/support	2
Training	3
Hardware	4
Software	5
Other, please specify _____	

27. In the **entire primary practice** during 1987:

a. What was the total number of operatories? _____ operatories

b. How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? _____ operatories

c. What was the total square feet of office space? _____ square feet

28. Did the **primary practice** operate its own dental laboratory during 1987?

Yes	1
No	2

29. Were any of the following items of equipment utilized by the **primary practice** during 1987?

	Yes	No
a. Composite light curing unit	1	2
b. High speed air handpiece with fiber optics	1	2
c. Panoramic x-ray unit	1	2
d. Ultrasonic or sonic scaling unit	1	2
e. Electrosurgical unit	1	2
f. Nitrous oxide analgesic equipment	1	2
g. Modular instrument delivery system (wall divider)	1	2
h. Automatic x-ray film processor	1	2
i. Autoclavable handpiece	1	2
j. Scavenger system for nitrous oxide	1	2
k. Intraoral video camera	1	2
l. Laser	1	2
m. Biological indicator (spore test)	1	2

30. Which of the following **best** describes your **primary practice** location during 1987?

a. Metropolitan area with a population greater than 500,000	
central city location	1
suburban location	2
b. Metropolitan area with a population between 100,000 and 500,000	
central city location	3
suburban location	4
c. City of 50,000-99,999 population	5
d. City of 20,000-49,999 population	6
e. Rural (less than 20,000 population)	7

31. Which of the following **best** describes the building where the **primary practice** was located during 1987?

a. Home	1
b. Professional building	2
c. Shopping center	3
d. Other commercial building	4

32. Do either of the following characterize your **primary practice** where you worked in 1987?

	Yes	No
a. Retail or drug store facility	1	2
b. Franchise (practice marketed under a trade name)	1	2

33. a. In 1987, was your **primary practice** located in more than one office?

Yes	1
No (Skip to question 34.)	2

b. If yes, indicate the number of offices associated with your **primary practice** _____

If you were a solo practitioner during 1987, please skip to question 36.

34 Please indicate the following regarding patient care by the **entire primary practice** during 1987.

The average number of	Entire Practice
a **Appointments scheduled** per week (**excluding** those with hygienist appointments only)	_____ appointments per week
b **Walk-in visits** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ visits per week
c **Emergency visits** per week (i.e., no appointment scheduled) If none, enter zero	_____ visits per week
d **Scheduled visits** per week that were **actually** treated (**excluding** those with hygienist appointments only)	_____ visits per week

35 During the entire year of 1987 indicate the **total** number of **patients** treated by the **primary practice.** (This number should be different than your total number of appointments above.) _____ total patients

36 Approximately what percentage of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician? _____ %

37a During a typical month, about how many **new patients** were treated in the **entire primary practice** where you practiced in 1987? (If none, enter zero and skip to question 38.) _____ new patients per month

b For 1987, please indicate the percentage of **new patients** from the following sources. (If none, enter zero.)

	Entire Practice Sources of New Patients
Other dentists:	
General practitioners	_____ %
Specialists	_____ %
Patients	_____ %
Dental referral service	_____ %
Other professionals (e.g., M.D.'s)	_____ %
Direct mail or commercial advertising (T.V., radio, newspaper, etc.)	_____ %
Capitation/closed panel contracts	_____ %
Other, please specify _____	_____ %
Total	**100%**

38 For the **entire primary practice** during 1987, how long did an average patient of record and average new patient have to **wait:**

	Entire Practice Waiting Time	
	patient of record	**new patient**
a For the **initial appointment** of a series (excluding emergency cases)?	_____ days	_____ days
b To see a dentist **after** the patient arrived for a **scheduled appointment?**	_____ minutes	_____ minutes

39 Of the 52 weeks in 1987, how many weeks was the **primary practice** scheduled to be open (not including emergency cases) to provide care to patients? _____ weeks

40 Approximately what percentage of the patients who visited the primary practice:

	Entire Practice Patient Characteristics
a were:	
14 years of age or younger?	_____ %
15 to 64 years of age?	_____ %
65 years of age or older?	_____ %
Total	**100%**
b were members of families whose annual income is estimated to be:	
under $10,000?	_____ %
$10,000 to 29,999?	_____ %
$30,000 or more?	_____ %
Total	**100%**
c were:	
covered by a private insurance program that pays or partially pays for their dental care?	_____ %
covered by a public assistance program that pays or partially pays for their dental care?	_____ %
not covered by an insurance program?	_____ %
Total	**100%**
d were:	
male?	_____ %
female?	_____ %
Total	**100%**
e were physically handicapped and/or mentally handicapped?	_____ %
f were members of a racial minority?	_____ %

41 Please indicate the percentage of patients who travelled various distances (from work or home) to your **primary practice** office.

a Patients close (within walking distance or within 1-10 minute drive or transportation)	_____ %
b Patients within 11-39 minutes drive or transportation	_____ %
c Patients within 40 or more minute drive or transportation	_____ %
Total	**100%**

42. For each of the dental procedures listed below, indicate the usual fee the **entire primary practice** charged during 1987. (If you usually provided the procedure free of charge, enter zero in the appropriate blank. If the procedure is not routinely performed, check the appropriate box.) Please do not report ranges.

		Not Done	Usual Fee
a.	Periodic oral examination (excluding radiographs)	☐	$_____
b.	Bitewing radiographs, for films	☐	$_____
c.	Dental prophylaxis, for adults	☐	$_____
d.	Pit and fissure sealant, per tooth	☐	$_____
e.	Topical fluoride treatment (including prophylaxis), child	☐	$_____
f.	Amalgam restoration, one surface, permanent (including polishing)	☐	$_____
g.	Fixed unilateral space maintainer	☐	$_____
h.	Root canal therapy—molar (includes treatment plan, clinical procedures, and follow-up care, excluding final restoration), one canal	☐	$_____
i.	Periodontal scaling and root planing—per quadrant	☐	$_____
k.	Complete upper acrylic-base denture, including six-months post-delivery care	☐	$_____
l.	Extraction (including local anesthesia and post-operative care), single tooth	☐	$_____

43. What was **your** 1987 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

		Net Income
a.	Your primary practice?	$_____
b.	Your secondary practice (if applicable)?	$_____
c.	Other income from dentistry (i.e., teaching, research, other practice, etc.)?	$_____

44. In the **entire primary practice,** what was the total amount of fees charged for the dental care provided during 1987 (annual billing)? $_____

45. What percentage of the **gross receipts** were received: (If none, enter zero.)

		Gross Receipts
a.	As direct patient payment?	_____%
b.	As payment from government programs (e.g., Medicare, Medicaid, or other public insurance)?	_____%
c.	As direct payment from private insurance carriers?	_____%
d.	From other sources of payment? Please specify _____	_____%
	Total	**100%**

46. During 1987, were any of the expenses of the **entire primary practice** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practices, please report **only your entire primary practice's** share of the expenses.

47. For each item below, what were the **total professional expenses** for the **entire primary practice** during 1987? (If no expenses were incurred for specific items, please enter zero.)

		Expenses
a.	Yearly rent	$_____
b.	Yearly mortgage (including interest)	$_____
c.	Total salaries, wages and commissions of non-dentist employees	$_____
d.	Total salaries, wages and commissions of employed dentists (**exclude** salaries of owner dentists or shareholders of incorporated practices)	$_____
e.	Total salaries, wages and commissions of officers/shareholder dentists (**for incorporated practices only**)	$_____
f.	Employee benefits of personnel, not included in salaries, (e.g., insurance, pensions, etc.)	$_____
g.	General office supplies	$_____
h.	Dental supplies	$_____
i.	Commercial dental laboratory charges	$_____
j.	Advertising expenses	$_____
k.	Annual depreciation costs of dental and office equipment	$_____
l.	Taxes on business and business property	$_____
m.	Repairs of dental or office equipment	$_____
n.	Insurance related to dental office (liability, fire, etc.)	$_____
o.	Legal and professional fees	$_____
p.	Professional liability (malpractice insurance)	$_____
q.	Interest on business indebtedness (excluding mortgage)	$_____
r.	Drugs	$_____
s.	Utilities (telephone, electricity, etc.)	$_____
t.	Professional expenses (travel to meetings, society dues, etc.)	$_____
u.	Bad debts	$_____
v.	Other, please specify _____	$_____
w.	**Total Professional Expenses**	$_____

Thank you for your assistance in this important research project. Please return this questionnaire by folding and placing tape as indicated. Drop it in the mail, postage is paid.